

41

| L Number | Hits | Search Text | DB | Time stamp |
|----------|------|---|---|------------------|
| 2 | 10 | ((matrix or matrices) SAME outsourc\$6 | USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB | 2004/10/25 13:04 |
| 3 | 19 | (value ADJ chain\$2) SAME outsourc\$6 | USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB | 2004/10/25 13:04 |
| 4 | 5 | ((value ADJ chain\$2) SAME outsourc\$6) AND (matrix or matrices) | USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB | 2004/10/25 13:04 |
| 5 | 5 | ((value ADJ chain\$2) SAME outsourc\$6) AND (matrix or matrices)) not ((matrix or matrices) SAME outsourc\$6) | USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB | 2004/10/25 13:04 |

Your SELECT statement is:
s value()chain()sourcing()methodology()strategy

| Items | File |
|----------|-----------|
| ----- | ----- |
| Examined | 50 files |
| Examined | 100 files |
| Examined | 150 files |
| Examined | 200 files |
| Examined | 250 files |
| Examined | 300 files |
| Examined | 350 files |
| Examined | 400 files |
| Examined | 450 files |
| Examined | 500 files |
| Examined | 550 files |

No files have one or more items; file list includes 564 files.

✓ Your SELECT statement is:
s business()requirements()development()process

| | Items | File |
|------------|--------------------|-------|
| | ----- | ----- |
| Processing | | |
| | Examined 50 files | |
| | Examined 100 files | |
| Processing | | |
| | Examined 150 files | |
| | Examined 200 files | |
| | Examined 250 files | |
| | Examined 300 files | |
| | Examined 350 files | |
| | Examined 400 files | |
| | Examined 450 files | |
| | Examined 500 files | |
| | Examined 550 files | |

No files have one or more items; file list includes 564 files.

Your SELECT statement is:

s (shaw()pittman?) and ((global()sourcing) or
(business()process()outsourcing))

Dialog
10/25/04

| Items | File |
|--------------------|--|
| ----- | ----- |
| 2 | 9: Business & Industry(R)_Jul/1994-2004/Oct 22 |
| 6 | 13: BAMP_2004/Oct W3 |
| 8 | 15: ABI/Inform(R)_1971-2004/Oct 25 |
| 14 | 16: Gale Group PROMT(R)_1990-2004/Oct 25 |
| 14 | 20: Dialog Global Reporter_1997-2004/Oct 25 |
| 3 | 47: Gale Group Magazine DB(TM)_1959-2004/Oct 25 |
| 2 | 75: TGG Management Contents(R)_86-2004/Oct W3 |
| Examined 50 files | |
| 3 | 88: Gale Group Business A.R.T.S._1976-2004/Oct 21 |
| 1 | 111: TGG Natl.Newspaper Index(SM)_1979-2004/Oct 22 |
| Examined 100 files | |
| 15 | 148: Gale Group Trade & Industry DB_1976-2004/Oct 15 |
| 5 | 211: Gale Group Newsearch(TM)_2004/Oct 25 |
| Examined 150 files | |
| 4 | 275: Gale Group Computer DB(TM)_1983-2004/Oct 25 |
| Examined 200 files | |
| Examined 250 files | |
| Examined 300 files | |
| 3 | 484: Periodical Abs Plustext_1986-2004/Oct W3 |
| Examined 350 files | |
| 1 | 545: Investext(R)_1982-2004/Oct 24 |
| 1 | 570: Gale Group MARS(R)_1984-2004/Oct 25 |
| Examined 400 files | |
| 5 | 610: Business Wire_1999-2004/Oct 24 |
| 6 | 613: PR Newswire_1999-2004/Oct 25 |
| 11 | 621: Gale Group New Prod.Annou.(R)_1985-2004/Oct 25 |
| 2 | 647: CMP Computer Fulltext_1988-2004/Oct W3 |
| 10 | 649: Gale Group Newswire ASAP(TM)_2004/Oct 18 |
| Examined 450 files | |
| Examined 500 files | |
| 1 | 745: Investext(R) PDF Index_1999--2004/Oct W4 |
| 1 | 810: Business Wire_1986-1999/Feb 28 |
| 1 | 813: PR Newswire_1987-1999/Apr 30 |
| Examined 550 files | |
| 9 | 991: NewsRoom 2004 Jan 1-2004/Jun 30 |
| 7 | 992: NewsRoom 2003 |
| 5 | 993: NewsRoom 2002 |
| 2 | 995: NewsRoom 2000 |

27 files have one or more items; file list includes 562 files.

| Set | Items | Description |
|------|-------|--|
| S1 | 142 | (SHAW()PITTMAN?) AND ((GLOBAL() SOURCING) OR (BUSINESS() PRO- CESS()OUTSOURCING)) |
| S2 | 53 | RD (unique items) |
| S3 | 17 | S2 NOT PY>2002 <i>Kurt</i> |
| File | 9: | Business & Industry(R) Jul/1994-2004/Oct 22 (c) 2004 The Gale Group |
| File | 13: | BAMP 2004/Oct W3 (c) 2004 The Gale Group |
| File | 15: | ABI/Inform(R) 1971-2004/Oct 25 (c) 2004 ProQuest Info&Learning |
| File | 16: | Gale Group PROMT(R) 1990-2004/Oct 25 (c) 2004 The Gale Group |
| File | 20: | Dialog Global Reporter 1997-2004/Oct 25 (c) 2004 The Dialog Corp. |
| File | 47: | Gale Group Magazine DB(TM) 1959-2004/Oct 25 (c) 2004 The Gale group |
| File | 75: | TGG Management Contents(R) 86-2004/Oct W3 (c) 2004 The Gale Group |
| File | 88: | Gale Group Business A.R.T.S. 1976-2004/Oct 21 (c) 2004 The Gale Group |
| File | 111: | TGG Natl.Newspaper Index(SM) 1979-2004/Oct 22 (c) 2004 The Gale Group |
| File | 148: | Gale Group Trade & Industry DB 1976-2004/Oct 15 (c)2004 The Gale Group |
| File | 211: | Gale Group Newsearch(TM) 2004/Oct 25 (c) 2004 The Gale Group |
| File | 275: | Gale Group Computer DB(TM) 1983-2004/Oct 25 (c) 2004 The Gale Group |
| File | 484: | Periodical Abs Plustext 1986-2004/Oct W3 (c) 2004 ProQuest |
| File | 545: | Investext(R) 1982-2004/Oct 24 (c) 2004 Thomson Financial Networks |
| File | 570: | Gale Group MARS(R) 1984-2004/Oct 25 (c) 2004 The Gale Group |
| File | 610: | Business Wire 1999-2004/Oct 24 (c) 2004 Business Wire. |
| File | 613: | PR Newswire 1999-2004/Oct 25 (c) 2004 PR Newswire Association Inc |
| File | 621: | Gale Group New Prod.Annou.(R) 1985-2004/Oct 25 (c) 2004 The Gale Group |
| File | 647: | CMP Computer Fulltext 1988-2004/Oct W3 (c) 2004 CMP Media, LLC |
| File | 649: | Gale Group Newswire ASAP(TM) 2004/Oct 18 (c) 2004 The Gale Group |
| File | 745: | Investext(R) PDF Index 1999--2004/Oct W4 (c)2004 Thomson Fin. Networks |
| File | 810: | Business Wire 1986-1999/Feb 28 (c) 1999 Business Wire |
| File | 813: | PR Newswire 1987-1999/Apr 30 (c) 1999 PR Newswire Association Inc |
| File | 991: | NewsRoom 2004 Jan 1-2004/Jun 30 (c) 2004 The Dialog Corporation |
| File | 992: | NewsRoom 2003 (c) 2004 The Dialog Corporation |
| File | 993: | NewsRoom 2002 (c) 2004 The Dialog Corporation |
| File | 995: | NewsRoom 2000 (c) 2004 The Dialog Corporation |

Enter Web Address: [Adv. Search](#) [Compare Archive Pages](#)Searched for <http://www.sourcinginterests.org>

61 Results

Note some duplicates are not shown. [See all](#).

* denotes when site was updated.

Search Results for Jan 01, 1996 - Oct 25, 2004

| 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 |
|---------|---------|---------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| 0 pages | 0 pages | 0 pages | 3 pages | 6 pages | 9 pages | 13 pages | 26 pages | 2 pages |
| | | | Oct 12, 1999 * | Mar 02, 2000 * | Feb 02, 2001 * | May 25, 2002 * | Feb 03, 2003 | Jan 31, 2004 * |
| | | | Oct 13, 1999 | Apr 07, 2000 | Feb 10, 2001 | May 29, 2002 | Feb 05, 2003 | Feb 04, 2004 |
| | | | Nov 13, 1999 | Aug 18, 2000 | Mar 02, 2001 | Jun 04, 2002 | Feb 15, 2003 | |
| | | | | Oct 18, 2000 | Mar 09, 2001 | Jun 05, 2002 | Feb 16, 2003 | |
| | | | | Dec 04, 2000 | Apr 19, 2001 | Aug 06, 2002 | Mar 24, 2003 | |
| | | | | Dec 09, 2000 | May 16, 2001 | Sep 23, 2002 | Mar 29, 2003 | |
| | | | | | Jul 22, 2001 | Sep 25, 2002 | Apr 21, 2003 | |
| | | | | | Sep 25, 2001 * | Sep 28, 2002 | Apr 25, 2003 | |
| | | | | | Nov 07, 2001 | Sep 30, 2002 | May 01, 2003 | |
| | | | | | | Nov 26, 2002 | May 24, 2003 | |
| | | | | | | Nov 27, 2002 | May 25, 2003 | |
| | | | | | | Nov 28, 2002 | May 26, 2003 | |
| | | | | | | Nov 30, 2002 | Jun 11, 2003 | |
| | | | | | | | Jun 23, 2003 | |
| | | | | | | | Jun 24, 2003 | |
| | | | | | | | Jul 23, 2003 * | |
| | | | | | | | Jul 25, 2003 | |
| | | | | | | | Aug 04, 2003 | |
| | | | | | | | Oct 08, 2003 | |
| | | | | | | | Oct 20, 2003 | |
| | | | | | | | Nov 25, 2003 | |
| | | | | | | | Dec 13, 2003 | |
| | | | | | | | Dec 18, 2003 | |
| | | | | | | | Dec 20, 2003 | |
| | | | | | | | Dec 27, 2003 | |
| | | | | | | | Dec 28, 2003 | |

[Home](#) | [Help](#)[Copyright © 2001, Internet Archive](#) | [Terms of Use](#) | [Privacy Policy](#)


[Web](#) [Images](#) [Groups](#) [News](#) [Froogle](#) [more »](#)

Douglas Parker Joseph Nash

Search

[Advanced Search](#)
[Preferences](#)

Web


Results 1 - 10 of about 59,300 for **Douglas Parker Joseph Nash**. (0.50 seconds)Shaw Pittman - Sourcing advisory for IT, Business Process Anthony Nagle, London, Associate. **Joseph Nash**, Washington, DC, Consulting Principal. ...**Douglas Parker**, Washington, DC, Consulting Principal. ...

www.shawpittman.com/Bios&Descriptions.nsf/ OSrcAttys?OpenView&Start=1&Count=1000&ExpandView - 52k -

[Cached](#) - [Similar pages](#)Military Professional Development Center... III / EBERHARD THOMAS A / EDSON **DOUGLAS** LOWTHER / EDWARDS ... MOYNIHAN PATRICK THOMA /NAMAN **JOSEPH P / NASH** ... VALDREN / PADULA DAVID MICHAEL / **PARKER** GREGORY JAMES ...

www.military.com/MilitaryCareers/Content/ 0,14556,MPDC_PromoAlert_Navy_Officer_052504,00.html - 41k -

[Cached](#) - [Similar pages](#)Biography Channel - BIOGRAPHY - Graham Nash... Pacino Alan Alda Alan Ladd Alan **Parker** Alan John ... Dustin Hoffman Dutch Schultz Dwayne**Douglas** Johnson (The ... John **Joseph** Pershing Johnny Cash Johnny Depp Jon Bon ...www.thebiographychannel.co.uk/ biography/Graham_Nash_256.htm - 101k - Oct 24, 2004 - [Cached](#) - [Similar pages](#)MovieWeb Search Results: Jay Mohr... Angela Featherstone, Gaby Hoffmann, Brian McCardie, Nicole **Parker**. The Adventuresof Pluto **Nash** (2002) Rated ... Bacon, Olympia Dukakis, Illeana **Douglas**, Kevin Dunn ...movieweb.com/movies/search.php?name=Jay+Mohr - 42k - [Cached](#) - [Similar pages](#)Fanball.com... Mike Bibby, Kings 4. Andre Miller, Nuggets 5. Steve **Nash**, Suns 6. Manu Ginobili,Spurs 7. Eddie Jones, Heat 8. Jamal Crawford, Knicks 9. Tony **Parker**, Spurs 10. ...www.fanball.com/ph/article.cfm?id=2940&print=1 - 8k - [Cached](#) - [Similar pages](#)Arts images... Albers, homage to square. **Joseph** Albers, Homage to the Square: Aurora (1951-55).Amazones 1 Amazones 1. ... fischl painting. **Douglas M. Parker** Studio. ...news-info.wustl.edu/cat/page/print/185.html - 101k - [Cached](#) - [Similar pages](#)Falcon Crest Darsteller... Stephen Elliott, **Douglas** Channing (1981-1982). ... Ronald G. **Joseph**, Sheriff Sanchez(1988-1989). ... Norman **Parker**, Julius Karnow (1989-1990). ...mitglied.lycos.de/FalconCrest1/idx036.htm - 31k - [Cached](#) - [Similar pages](#)Generous Giving : Experience the Joy!!... Naber, Mary Naftali, Elanah Delyah **Nash**, Ronald H ... Keefe, Mark Olasky, Marvin Oldenburg,**Douglas W.** Olford ... Pankratz, Jay Paris, Twila **Parker**, **Joseph Parker**, Ray ...www.generousgiving.org/page.asp?sec=74&page=134 - 88k - [Cached](#) - [Similar pages](#)BG East: Around the World... Andy Flyer vs Steve **Parker** The Battleboy vs John Harvey Simon Forrester vs Dave ... Clayton**Nash** vs Ross Davidson Tom Jansen vs Dan Merlino* Chip Grant vs Kyle ...www.bgeast.com/cat/catalog.cgi?line=AW - 72k - [Cached](#) - [Similar pages](#)The Political Graveyard: Index to Politicians: Cornellus to Corry... Corning, **Parker** (1874-1943) of Albany, Albany County ... Cornish, **Joseph B.** of WarrenCounty, NJ Member ... Corrigan, **Douglas** Prohibition candidate for US Senator from ...politicalgraveyard.com/bio/cornellus-corry.html - 55k - [Cached](#) - [Similar pages](#)

ShawPittman LLP**Global Sourcing Group**[home](#)
[site map](#)
[contact us](#)
[disclaimer](#) **In The News**
[Quotables](#) | [Articles](#) | [Press Releases](#) **Qualifications**
[Our Offerings](#) | [Presentations](#) **People & Events**
[Ask Shaw Pittman](#) | [Events](#) | [Our People](#)>> People & Events >> **Our People**

| | | |
|-------------------------------------|-------------------|--|
| James Alberg | Washington, DC | Partner |
| Warwick Andersen | London | Associate |
| John Barton | Washington, DC | Associate |
| Thomas Baxter | Washington, DC | Partner |
| Thomas Blennau | New York | Associate |
| Brian Bodor | Washington, DC | Associate |
| George Casey | Washington, DC | Global Sourcing Consulting Principal |
| Scott Christie | Washington, DC | Global Sourcing Consultant |
| José Cunningham | Washington, DC | |
| Brooke Daniels | Washington, DC | Associate |
| Benjamin Dean | Washington, DC | Associate |
| Craig deRidder | Washington, DC | Partner |
| Gregory Dew | Washington, DC | Global Sourcing Consultant; Global Sourcing Consultant |
| Robert DiGiovanni | Los Angeles | Partner |
| Marie Doland | Washington, DC | Partner |
| Mario Dottori | Washington, DC | Partner |
| Norman Fry | Washington, DC | Associate |
| Edward Hansen | New York | Partner |
| Elisabeth Hertzberg | Washington, DC | Associate |
| Jeffrey Hutchings | Washington, DC | Partner |
| Sol Irvine | New York | Associate |
| Matthew Johnson | Washington, DC | Associate |
| Elizabeth Kelley | Washington, DC | Associate |
| Joseph Kendall | Washington, DC | Partner |
| Lori Kenemuth | Washington, DC | Associate |
| Sandra Kilbourne | London | Associate |
| Joshua Konvisser | New York | Associate |
| Yonatan Lupu | Washington, DC | Associate |
| David Main | Northern Virginia | Partner |
| Alistair Maughan | London | Partner |
| Jennifer McClennan | Washington, DC | Partner |
| Michael Murphy | Northern Virginia | Partner |
| Trevor Nagel | Washington, DC | Partner |
| Anthony Nagle | London | Associate |
| Joseph Nash | Washington, DC | Consulting Principal |
| Nadia Nejaime | Washington, DC | Counsel |
| John Nicholson | Washington, DC | Associate |
| John Nicholson | Washington, DC | Associate |
| Vipul Nishawala | New York | Associate |
| Aaron Oser | Washington, DC | Partner |
| Anil Pandare | Washington, DC | Global Sourcing Consultant |

| | | |
|-------------------------|-------------------|--------------------------------------|
| <u>Douglas Parker</u> | Washington, DC | Consulting Principal |
| <u>Erik Petersen</u> | Washington, DC | Associate |
| <u>Mark Petry</u> | Washington, DC | Associate |
| <u>Marc Robinson</u> | Washington, DC | Associate |
| <u>Tim Roughton</u> | London | Associate |
| <u>Roger Roy</u> | Los Angeles | Global Sourcing Consulting Principal |
| <u>Jason Shandell</u> | Los Angeles | Associate |
| <u>David Skinner</u> | London | Partner |
| <u>Andrew Smith</u> | London | Partner |
| <u>Michael Steinig</u> | Washington, DC | Associate |
| <u>Akiba Stern</u> | New York | Partner |
| <u>David Tabatabaee</u> | Northern Virginia | Associate |
| <u>Tracey Tarrant</u> | London | Associate |
| <u>Lee Van Blerkom</u> | Washington, DC | Associate |
| <u>Elizabeth Weir</u> | London | Associate |
| <u>Milton Whitfield</u> | Washington, DC | Partner |
| <u>James Wilkins</u> | Washington, DC | Senior Counsel |
| <u>Craig Wolff</u> | Washington, DC | Partner |
| <u>Tim Wright</u> | London | Associate |
| <u>Alicia Young</u> | London | Associate |
| <u>Restituto Yuson</u> | New York | Associate |
| <u>Robert Zahler</u> | Washington, DC | Partner |
| <u>Elizabeth Zimmer</u> | New York | Associate |

© 2004 Shaw Pittman LLP

[Outsourcing](#)[Systems Integration](#)[Software Licensing & Development](#)[Technology Transfers & Distribution](#)[Joint Ventures & Strategic Alliances](#)[Broadband Network & Facilities](#)[Previous Menu](#)

Outsourcing

Shaw Pittman is the preeminent provider of professional services to outsourcing customers. We have worked extensively in outsourcing since the mid-80s, and our practice is global in reach. Our services encompass information technology outsourcing and increasingly, as our clients' interests expand, business process outsourcing. Shaw Pittman is part of an elite group of firms in the world assisting clients in the emerging field of energy outsourcing and related energy management transactions.

Because of its unsurpassed expertise in issues relating to outsourcing, Shaw Pittman provides unmatched representation:

- the experience and business orientation to provide full client support
- greater staffing capability than any other law firm, including more than 90 professionals located in the United States and London
- transaction process support from strategic planning to project structuring through RFP preparation, vendor selection, contract drafting and negotiation, operational transition and ongoing alignment of the customer / supplier relationship.
- knowledge of vendors, including niche players, and many vertical market segments
- a practical business perspective to help clients identify risks, opportunities and appropriate business solutions.

After transactions close, our clients become our best references, telling others that our involvement made the process more disciplined and efficient, leveled the playing field with vendors, helped clients spot risks and issues, and saved them significant sums of money.

[Shaw Pittman Global Sourcing web site](#)

[Lawyers](#) | [Publications/Presentations](#) | [Contact Us](#)

Outsourcing - Business Process Outsourcing

Business process outsourcing (BPO) refers to outsourcing transactions that are 'technology enabled,' but do not necessarily involve outsourcing the IT function. Typical BPO transactions include functions such as claims processing, accounting, human resource administration, call center activities, check processing and supply-chain or logistics support. Building on our substantial expertise in IT outsourcing, Shaw Pittman has advised clients on a number of recent BPO transactions. Our professionals bring the same level of skill and expertise to BPO transactions as they have in the IT arena. This includes an integrated approach to addressing business, technical and legal issues.

Shaw Pittman is knowledgeable about emerging BPO vendors, their product offerings, and methods used to price transactions. We understand that scope of work descriptions and service-level arrangements must focus on the ultimate service being provided and not necessarily on the intermediate IT-related steps involved in the business process. BPO is a less mature product offering than IT outsourcing; thus, there is a need to ensure that outside advisors retained by customers have actual hands-on experience, understand market conditions and can bring this experience to bear. Shaw Pittman is one of the few firms in the world that can meet these requirements.

ShawPittman LLP**Global Sourcing Group**[home](#)
[site map](#)
[contact us](#)
[disclaimer](#)**In The News**[Quotables](#) | [Articles](#) | [Press Releases](#)>> **Quotables** ([view all](#))

Shaw Pittman "is a pioneer in the IT outsourcing field...the firm is highly rated by sources for its transactional technology experience. It is also admired for its decision to build a front-end consulting practice."

Comments from Chambers USA
2004 survey

>> **Articles** ([view all](#))**Optimizing the Tax Function Through Strategic Sourcing** 05/17/2004

Shaw Pittman outsourcing attorney Michael Murphy and tax attorney James Ramsey collaborate on this article that explores the outsourcing model for enterprise wide tax functions. Appearing in the Spring 2004 issue of the Journal of Corporate Tax Automation, the article discusses the benefits of tax outsourcing, and sets forth an analytical framework for conducting the sourcing process.

Revenue Recognition and IT Supply Contracts 03/01/2004

UK outsourcing attorneys Tim Wright and Anthony Nagle address the impact of the recent changes to the IT services revenue recognition rules in the UK, and discuss how those changes will impact future and existing outsourcing contracts.

Contracting Safeguards 02/04/2004

Appearing in MIS magazine, UK outsourcing attorney Alistair Maughan discusses the fundamentals of the contracting process that apply to IT outsourcing, Offshore outsourcing and BPO.

2004 Innovators & Influencers: Bearing Down On The Future 12/22/2003

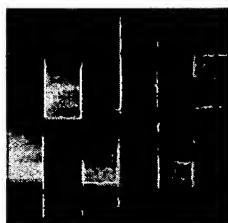
InformationWeek has selected Shaw Pittman's Ed Hansen as one of 2004's Innovators & Influencers who will drive change in business technology.

California Class Action May Herald a Wave of Law Suits Against Firms with Significant IT Organizations 12/01/2003

A Shaw Pittman Alert that discusses the implications of the recent class action law suit in California dealing with the issue of overtime pay for IT workers, and the potential impact of the suit on IT service providers and companies with large IT departments.

>> **Press Releases** ([view all](#))**Shaw Pittman Advises Vivendi Universal in Completion of Vivendi Universal-NBC Merger** 05/12/2004**Shaw Pittman Recognized Number 1 for Global Sourcing and Real Estate by Chambers USA Leading Lawyers** 04/20/2004**Qualifications**[Our Offerings](#) | [Presentations](#)

From initial strategy to contract negotiations and beyond, our integrated team of attorneys and consultants has advised clients on more than 450 outsourcing transactions worth a combined value of over \$350B US. These include many of the largest and most complex IT Outsourcing (ITO) and Business Process Outsourcing (BPO) arrangements ever completed.



Our Mosaic framework of methods and tools offers a flexible yet disciplined approach to provide our clients...

- A shortened, more effective sourcing process that accelerates the realization of the outsourcing's financial and transformational benefits;
- A sourcing-enabled operating model with a well-defined scope, flexible contract terms, meaningful service level measurements and effective governance;
- A sourcing process that creates a strong and vibrant relationship with the supplier that delivers value well into the future.

>> **Our Offerings** ([view all](#))**Shaw Pittman's Operational Assessment of Active Sourcing Engagements**

For a myriad of reasons, a good number of strategic sourcing relationships fail to achieve the client's objectives, or become misaligned over time. Shaw Pittman's Operational Assessment offers a structured approach to diagnosing the relationship's problems, and designing solutions that maximize the value of the supplier's services. Often the Operational Assessment produces a more accurate, better defined scope, improved governance, lower overall costs, and a more flexible contract.

Shaw Pittman Global Sourcing Overview

A description of Shaw Pittman's Global Sourcing practice, its approach and its experience.

End of Term Reviews of Active Sourcing**People & Events**[Ask Shaw Pittman](#) | [Events](#) | [Our People](#)>> **Ask Shaw Pittman** ([view all](#))

Q: My company is a UK company supplying IT goods and services to its customers. Are there any rules in the UK that govern how revenue can be booked in relation to the supply of such goods and services? Is the position the same in the US?

Answered By: Anthony Nagle

Submit a Question>> **Events** ([view all](#))**International Association of IT Asset Managers 2004 Annual Conference and Exhibition** 10/27/2004 - 10/29/2004

Shaw Pittman Global Sourcing attorney, Josh Konvisser will be participating in the International Association of IT Asset Managers 2004 Annual Conference and Exhibition held on October 27-29 in Las Vegas, Nevada.

BrainStorm Nearshore and Offshore Conference 11/03/2004 - 11/04/2004

Shaw Pittman Global Sourcing partner, Ed Hansen, will speak on the topic, "Managing the Interrelationship of Legal, Business and Technical Issues in an Outsourcing Transaction" and associate, Craig Garnett, will speak on "Service Level Agreements" at the Shaw Pittman co-sponsored Brainstorm's Nearshore and Offshore Conference held on November 4 in New York.

The Outsourcing Revolution 2004: Protecting Critical Business Functions 11/08/2004 - 10/09/2004

Shaw Pittman Global Sourcing attorney, Akiba Stern, will be a participant at PLI's "The Outsourcing Revolution," c November 8-9 in New York.

>> **Our People** ([view all](#))

The professional staff that makes up the Shaw Pittman Global Sourcing group are among the most experienced and knowledgeable individual in the sourcing industry. From

the legal standpoint, the partners and counsel are, we believe, the largest group of senior attorneys in the world with substantial sourcing experience. The associates are a group of talented lawyers with skill sets beyond those normally associated with attorneys. The consultants are fully integrated into the practice and provide a broad range of business, technical, financial and change management skills.

Click [here](#) to learn more about our people.

Shaw Pittman Recognized Number 1 for Global Sourcing and Real Estate by Chambers USA Leading Lawyers 04/20/2004

Shaw Pittman Closes £4bn Inland Revenue ASPIRE Transaction 12/11/2003

Five Shaw Pittman Attorneys Named as Top Lawyers in America by Chambers USA: America's Leading Business Lawyers 05/21/2003

Chambers USA describes the Shaw Pittman Global Sourcing group as "top-notch" and cites Shaw Pittman Partner Akiba Stern as "the one to go to" for key IT and corporate transactions.

Arrangements

Shaw Pittman has developed a focused and highly effective methodology for an independent, structured evaluation of an active sourcing arrangement as it approaches expiration or options for extension.

>> Presentations [\(view all\)](#)

Outsourcing to Improve the Tax Function 05/19/2004, 05/01/2004

Outsourcing: Issues and Implications for the In-house Lawyer 05/20/2004

Jose Cunningham's HRO World 2003 Presentation: Achieving Sourcing Success - Start to Finish 07/30/2003, 10/01/2003

Outsourcing in the Financial Services Sector: Structuring Transactions in the New Economy 09/20/2000

The Legal Perspective: Implementing a Successful Outsourcing Relationship 09/01/1998

© 2004 Shaw Pittman LLP